

Having described the invention in such terms to enable those skilled in the art to make and use it, and having identified the presently preferred embodiments thereof, I claim:

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1. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers, the system comprising:

a host processor system;

5 at least one buyer computer terminal including a display, operated by a buyer of goods or services;

at least one seller computer terminal including a display, operated by a seller of goods or services;

10 a first communication connection for connecting said buyer computer terminal to said seller computer terminals through said host processor system, said first communication connection for transmitting transaction data, input by a buyer into said buyer computer terminal, in real time to said seller computer terminal for display to the seller and for transmitting transaction data input by a seller into said seller computer terminal in real time to said buyer computer terminal for display to the buyer; and

a second communication connection for connecting a buyer operating said buyer computer terminal and a seller operating said seller computer terminal, said second communication connection permitting real time speech communication between buyers and sellers for facilitating the real time spoken negotiations for the purchase and sale of goods or services over the network system.

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2. The network system for facilitating the negotiation and purchase of goods and services of Claim 1 wherein said first connection means includes the global network system commonly referred to as the Internet.

3. The network system for facilitating the negotiation and purchase of goods and services of Claim 1 wherein said second connection means includes a telephone connection connecting two telephones for permitting a buyer and seller to talk with one another.

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4. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 2 wherein said second connection means is a two-way audio link transmitted over the Internet.

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5. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 1 wherein said purchase data includes a description of goods or services for sale by the seller and an offer price for the goods or services.

5 6. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 1 further comprising:

a plurality of seller terminals for a plurality of sellers of goods or services;

said seller terminals each including a database storing an inventory of goods or services for sale by the seller;

10 said host processor system being connected to said databases for accessing said inventories, and including inventory analysis means for analyzing said inventories for connecting a buyer terminal to a selected seller terminal based upon buyer identification information provided by the buyer terminal.

15 7. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 6 wherein said buyer identification information includes the buyers location.

8. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 6 wherein said buyer identification information further comprises a description of the goods or services sought to be purchased.

5 9. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 1 wherein the goods or services include vehicles.

10 10. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 6 wherein the goods or services include vehicles.

11. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers, the system comprising:

a host processor system;

15 at least one buyer computer terminal including a display, operated by buyer of goods or services;

at least one primary seller computer terminal including a display, operated by a primary seller of goods or services;

a virtual seller computer terminal including a display, operated by a virtual seller of goods or services;

5 a first communication connection for selectively connecting said buyer computer terminal to said primary seller computer terminal or said virtual computer seller through said host processor system, said first communication connection for transmitting transaction data, input by a buyer into said buyer computer terminal, in real time to said seller computer terminal or to said virtual seller computer terminal for display to said seller and for transmitting transaction data, input by a seller into said seller computer terminal or said virtual seller computer terminal, in real time to said buyer computer terminal for display to the buyer; and

10 said host processor system including processing means for selectively connecting a buyer computer terminal to either a primary seller computer terminal or a virtual seller computer based upon predetermined criteria.

15 12. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 11 wherein said predetermined criteria includes a determination of whether the primary seller has ceased sales operations.

5 13. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 12 wherein said primary seller operates and ceases sales operations during predetermined periods of the day and said host processor processing means connects a buyer computer terminal to a virtual seller computer based upon a determination that said primary seller has ceased sales operations for the day.

14. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 11 wherein said predetermined criteria includes a determination of whether a primary seller is located within a predetermined distance of the buyer.

10 15. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 11 wherein said predetermined criteria includes a determination of whether a primary seller is located within a predetermined distance of the buyer and a determination of whether the primary seller has goods or services sought to be purchased by the buyer.

15 16. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 11 wherein the goods or services include vehicles.

17. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 15 wherein the goods or services include vehicles.

5 18. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 11 further comprising:

a second communication connection for connecting a buyer operating said buyer computer terminal and a primary seller operating said primary seller computer terminal or virtual seller operating said virtual seller computer terminal, said second communication connection permitting real time speech communication between buyers and sellers for facilitating the real time spoken negotiations for the purchase and sale of goods or services over the network system.

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19. A network system for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 12 further comprising:

a second communication connection for connecting a buyer operating said buyer computer terminal and a primary seller operating said primary seller computer terminal or virtual seller operating said virtual seller computer terminal, said second

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communication connection permitting real time speech communication between buyers and sellers for facilitating the real time spoken negotiations for the purchase and sale of goods or services over the network system.

20. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 18 wherein the goods or services include vehicles.

21. A method of facilitating the negotiation and purchase of goods or services for buyers and sellers comprising the steps of:

providing a host processor system interconnected with a plurality of sellers and buyers of goods or services;

transmitting buyer identification information by a buyer of goods or services to the host processor system;

selecting one of the plurality of sellers based upon the buyer identification information by the buyer;

providing a data connection between the buyer and the selected seller for transmitting transaction data from the buyer in real time for visual display of the purchase data to the seller and for transmitting transaction data from the seller in real time for visual display of the purchase data to the buyer; and

5 providing a speech connection between the buyer and the selected seller for permitting real time speech communication between the buyer and the selected seller for facilitating the real time spoken negotiations for the purchase and sale of goods or services.

22. The method of facilitating the negotiation and purchase of goods or
10 services for buyers and sellers or services of Claim 21 wherein the buyer identification information provided by the buyer includes the buyer location.

23. The method of facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 21 further comprising the steps of:

15 compiling inventory records by the plurality of sellers corresponding to the inventory of goods or services offered for sale by the plurality of sellers;

transmitting the inventory records from the plurality of sellers to the host processor system; and

wherein the buyer identification information by the buyer includes a description of goods or services sought to be purchased.

24. The method of facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 23 further comprising the steps of:

searching the inventory records for a seller having goods or services sought to be purchased by a buyer; and

the step of selecting one of the plurality of sellers is based upon results of searching the inventory records for a seller having goods or services sought to be purchased by the buyer.

25. The method of facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 23 further comprising the steps of

obtaining credit and financial information from a buyer; and

determining whether the buyer is financially capable of paying for goods or services sought to be purchased based upon the credit and financial information of the buyer.

26. 1 The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 21 wherein the goods or services include vehicles.

27. 5 The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 22 wherein the goods or services include vehicles.

28. A method of facilitating the negotiation and purchase of goods or services for buyers and sellers comprising the steps of:

10 providing a host processor system interconnected with at least one primary seller, at least one virtual seller and a plurality of buyers of goods or services;

transmitting buyer identification information by a buyer to the host processor system;

15 selecting the virtual seller or a primary seller by the host processor system based upon predetermined criteria;

providing a data connection between the buyer and the selected primary seller or virtual seller for transmitting transaction data from the buyer in real time for visual display of the purchase data to the seller and for transmitting transaction data from the seller in real time for visual display of the purchase data to the buyer.

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29. The method for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 28 further comprising the step of:

determining whether the primary seller has ceased sales operations; and

selecting the virtual seller or a primary seller by the host processor system is based upon the determination of whether the primary seller has ceased sales operations.

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30. The method for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 29 wherein said primary seller operates and ceases sales operations during predetermined periods of the day.

31. The method for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 28 further comprising the step of:

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determining the location of the buyer; and

the step of selecting the virtual seller or a primary seller by the host processor system is based upon the determination of the location of the buyer.

32. The method for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 28 further comprising the steps of:

determining the location of the buyer; and

determining what goods or services are sought to be purchased by the buyer;

and

the step of selecting the virtual seller or a primary seller by the host processor system is based upon the determination of the location of the buyer and the determination of what goods or services are sought to be purchased by the buyer.

33. The method for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 28 further comprising the step of:

5 providing a second communication connection between a buyer and a primary seller or virtual seller, the second communication connection permitting real time speech communication between the buyers and sellers for facilitating the real time spoken negotiations for the purchase and sale of goods or services over the network system.

34. The method for facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 32 further comprising the step of:

10 providing a second communication connection between a buyer and a primary seller or virtual seller, the second communication connection permitting real time speech communication between the buyers and sellers for facilitating the real time spoken negotiations for the purchase and sale of goods or services over the network system.

15 35. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 28 wherein the goods or services include vehicles.

36. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 33 wherein the goods or services include vehicles.

37. A method of facilitating the negotiation and purchase of goods or services for buyers and sellers comprising the steps of:

5 providing a host processor system interconnected with a plurality of sellers of goods or services;

providing at least one buyer of goods or services corresponding to buyer identification information;

10 transmitting buyer identification information from the buyer of goods or services to the host processor system;

selecting one of the plurality of sellers based upon the buyer identification information; and

providing a two-way real time communication connection between the buyer and the selected seller through the host processor system.

38. The method of facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 37 wherein the communication connection is a data connection for transmitting transaction data from the buyer in real time for visual display of the purchase data to the seller and for transmitting transaction data from the seller in real time for visual display of the purchase data to the buyer.

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39. The method of facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 37 wherein the communications connection is a speech connection between the buyer and the selected seller for permitting real time speech communication between the buyer and the selected seller for facilitating the real time spoken negotiations for the purchase and sale of goods or services.

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40. The method of facilitating the negotiation and purchase of goods or services for buyers and sellers of Claim 39 further comprising the steps of:

connecting a buyer operated buyer computer terminal to a host processor;

providing an alpha-numerical transaction identifier to the buyer from the host processor based on the buyer identification number;

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placing a telephone call by the buyer to the host processor;

providing the alpha-numerical transaction identifier over the telephone call from the buyer to the host processor by the buyer pressing keys on the phone corresponding to the alpha-numerical transaction identifier; and

the step of providing the speech connection between the buyer and the selected seller through the host processor system is initiated in response to the host processor receiving the alpha-numerical transaction identifier and includes routing the telephone call from the buyer to the host processor to the selected seller.

41. The network system for facilitating the negotiation and purchase of goods and services for buyers and seller of Claim 40 wherein the goods or services include vehicles.